

business voice

LAS VEGAS METRO CHAMBER OF COMMERCE

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MARCH 2015

LAS VEGAS

CRITICAL CONDITION:

Why We Need A UNLV Medical School Now



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a cure for what ails us

KRISTIN MCMILLAN
PRESIDENT & CEO

It's no secret that Nevada is significantly under capacity in medicine, and has been for quite some time. As a state, we fall behind on number of doctors per resident, specialists needed to address our healthcare needs, federal dollars that can be allocated as a result of robust medical research, and the economic development opportunities an adequate medical infrastructure provides. With Nevada's population expected to swell to 3.7 million by 2030, that gap will only increase. As I emphasized in last month's President's Message, now is the time to act. Nevada needs a medical school at UNLV.

Aside from bridging the gap between Nevada's medical needs and its current capacity, a medical school has myriad multiplier effects that benefit the entire state. According to a new study by Tripp Umbach, an allopathic medical school at UNLV would support approximately 8,000 jobs in 2030. Combined with the University of Nevada, Reno's existing facility supporting 4,560 jobs, this means more than 12,000 direct, indirect and induced jobs as a result of state-supported medical schools. In addition, it would give Nevada more room to compete for federal dollars previously unavailable to us.

Think about the possibilities a UNLV medical school would bring not just to Southern Nevada, but to the entire state. There is the potential for significantly expanding

medical tourism and shrinking the amount of medicine we currently export when our residents seek treatment outside Nevada. Medicine is touted as a recession-proof industry that creates good, high-paying jobs that require education or certification beyond a high school diploma – like lab technicians, billing specialists and registered nurses. We have the opportunity here to diversify our economy, develop a highly trained workforce and carve out more niches in our already world famous status as a top global destination. That same study from Tripp Umbach projects the economic impact of a UNLV medical school to be \$1.2 billion by 2030. These are numbers and opportunities we simply cannot ignore.

The Metro Chamber strongly supports the development of an allopathic UNLV medical school. In the coming weeks and months, you'll hear a lot about public funding for the school from the Legislature, where the Metro Chamber will continue to champion this necessary piece of Nevada's infrastructure. I encourage you to attend the Business Power Luncheon featuring UNLV president Dr. Len Jessup on March 31. As one of his top priorities, he will share his vision for the medical school, what it will take to get us there, and what it is poised to do for our economy. I'm looking forward to seeing you there as we move forward with improving our state's overall health and wellness.

“Tripp Umbach projects the economic impact of a UNLV medical school to be \$1.2 billion by 2030. These are numbers and opportunities we simply cannot ignore.”

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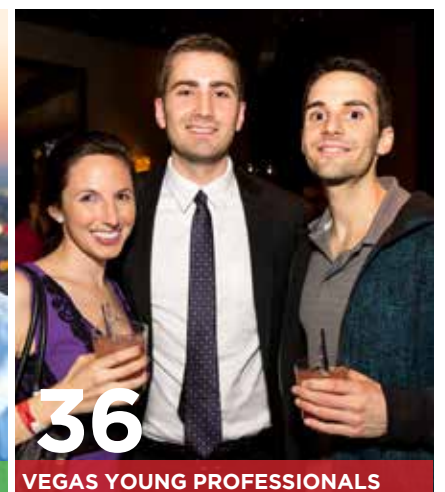
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unlv president len jessup will share his vision for the university

Don't miss UNLV president Dr. Len Jessup in his first address to Metro Chamber members at the Business Power Luncheon on Tuesday, March 31. An accomplished leader in higher education, Jessup brings experience as a university professor, administrator, entrepreneur and fundraiser. This address will be one of his first opportunities to engage with the business community. Dr. Jessup will discuss his vision for the school, including his top priority: the development of a UNLV School of Medicine. As president, Dr. Jessup will also oversee UNLV on the path to become a high-performing, community-engaged Carnegie Tier One research university. For more information, tickets or table purchases, visit LVChamber.com or call 702.641.5822.

boost your brand on a budget

Business Expo, the Metro Chamber's popular annual trade show, is coming up on Wednesday, June 10! This event is an excellent platform for members to seek out new prospects and business opportunities and get their brands, products, services and people in front of the Las Vegas business community. With more than 150 exhibitors, including some of Las Vegas' most popular restaurants and eateries, and about 2,000 attendees, you will meet new prospects, service providers and connectors for your business. **Exhibiting opportunities are available for a savings of \$100 until March 31, and are exclusively available to Metro Chamber members.** A special exhibitor workshop is also held in April to help exhibitors plan their booth, order additional services and plan for a successful and productive trade show. For more information or to download a booth registration form, visit LVChamber.com or call 702.641.5822.

advance your career and community with leadership advance

Applications are open for Leadership Advance, Class of 2016. This professional development program is tailored for emerging and existing leaders who want to enhance their leadership skills and enrich their knowledge of the Las Vegas Valley. This 10-month program blends in-depth community education, through a series of session days and an opening retreat, with practical, hands-on skills and leadership training. Participants gain extensive experience and insight into their own leadership styles and skills, create meaningful and lasting relationships with fellow participants and grow in awareness and understanding of the challenges and issues within the community. For more information on Leadership Advance or to download an application, visit LeadLV.com or call Kimberly Bagdasarian, program coordinator, at 702.586.3825.

march newsfeed breakfast to highlight k-12 education

Join the Las Vegas Metro Chamber of Commerce and the *Las Vegas Review-Journal* for the second NewsFeed Breakfast. The discussion about K-12 education in Nevada will feature local and national education experts, including:

- Kati Haycock, President of The Education Trust, a national bipartisan education think tank
- Pat Skorkowsky, Superintendent of the Clark County School District
- Ruben Murillo, Jr., President of the Nevada State Education Association
- Allison Serafin, Vice President of the Nevada State Board of Education

The panel will be moderated by Glenn Cook, Senior Editorial Writer for the *Review-Journal*. The breakfast is on **Tuesday, March 17**, from 7:30 – 9:00 a.m. at the Four Seasons Las Vegas and tickets are \$40 each, or \$400 for a table of ten. For more information, visit LVChamber.com or call 702.641.5822.



WHAT HAPPENS IN VEGAS NO LONGER STAYS IN VEGAS

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news you need

u.s. chamber of commerce releases 2015 policy priorities

The U.S. Chamber of Commerce released its 2015 policy priorities, which continue to advance its “jobs, growth, and opportunity” agenda. These priorities include expanding trade, producing more domestic energy, improving infrastructure, modernizing the regulatory process, making essential changes to entitlements, curbing lawsuit abuse and advancing American innovation by protecting intellectual property. The agenda also focuses on revitalizing capital markets, passing immigration reform, and improving education and training, which will expand opportunities, address inequality and create jobs. To read the full list of priorities, visit uschamber.com.

sba announces partnership with credit unions for access to capital

The U.S. Small Business Administration announced a partnership with credit unions throughout Region 9 (Arizona, California, Hawaii, Nevada and Guam) to improve small businesses’ access to capital to start and grow their businesses. According to Donna Davis, regional administrator, there are nearly 6,800 federally-insured credit unions with more than 100 million members and about \$1 trillion in assets. Throughout the U.S., the SBA is engaging 250 credit unions to approve at least 10 loans of \$50,000 or less, injecting more than \$125 million into the U.S. small business economy. For more information on the partnership, visit sba.gov/local.



know the penalties for opting out of health insurance

The federal government announced a special enrollment period from March 15 - April 30, 2015, applicable to residents of the 37 states covered by the federal marketplace. If you are not covered, you may need to claim health coverage exemption from health coverage or pay a fee with your federal tax return. Exemption from paying this fee goes into effect for certain criterion, including income and date of coverage restrictions. For more information on the health coverage penalties, to see if you are eligible for an exemption, and next steps to take, visit healthcare.gov.

for your benefit

S

ave money, meet new contacts and learn more about how you, as a member of the Las Vegas Metro Chamber of Commerce, can maximize savings on your everyday office supply purchases.

Through a partnership with Office Depot, the Metro Chamber is introducing the Office Depot Breakfast. This interactive, educational networking event will keep you up-to-date on the latest additions to the program and ensure that you are taking full advantage of the exclusive Chamber member savings. You will also meet other Metro Chamber members and have the opportunity to share your business with them. The first Office Depot Breakfast is Tuesday, March 24, from 7:30 - 9:30 a.m. at Office Depot located at 4555 W. Charleston Blvd. For more information about the Office Depot savings program or to register for the breakfast, visit LVChamber.com or call 702.641.5822.

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GOVERNMENT AFFAIRS AND PUBLIC POLICY

paving the way in 2015

T

he Regional Transportation Commission of Southern Nevada (RTC) is making progress with the Fuel

Revenue Indexing initiative, now in its second year. The RTC is reporting that fuel revenue indexing is funding 199 transportation projects, adding approximately 9,000 jobs through 2016. The Metro Chamber supported fuel tax revenue indexing in the 2013 Legislature and at the County Commission because of the development and job creation opportunities it would have on Southern Nevada's economy.

Some of these transportation projects slated for 2015 include improvements to the Flamingo Corridor, encompassing the installation of more than 100 transit shelters, upgrading intersections and traffic signals, adding transit lanes and improving pedestrian crosswalks. Later this year, the Clark County 215 Airport Connector is also scheduled to begin construction

to alleviate some of the congestion around the airport connector and make general improvements to lighting and landscaping. Traffic light installations around Faiss Middle School and its nearby neighborhoods have helped to make the area safer for both pedestrians, including students during peak school traffic times, and motorists.

In April 2015, the Boulder City Bypass – the first portion of Interstate 11 – is expected to break ground. The Metro Chamber has been an active and vocal supporter of the Interstate, which will connect Phoenix and Las Vegas, currently the two largest American metropolises without a direct interstate connection. I-11 will enhance travel, commerce, shipping and economic development for both regions. The RTC's portion of the project will create more than 4,000 jobs and cost about \$318 million.

Stay tuned for more information on the development of Interstate 11 in future issues of the *Business Voice*.

FUEL REVENUE INDEXING **PROGRESS REPORT**

AS OF DECEMBER 2014



83

design & construction
CONTRACTS
have been awarded

which include

53

LOCAL small businesses



for a project total amount of



**\$163
MILLION**

creating approximately

2,121

JOBS for Southern Nevada workers

For more information about fuel revenue indexing, visit rtcnsnv.com/fri.

Graphic reprinted courtesy of Regional Transportation Commission of Southern Nevada

BUYING AND SELLING A BUSINESS

As one of *Nevada Business Magazine's* 2015 Business First breakfast series, "Buying and Selling a Business" will bring together industry leaders in a panel discussion with a question and answer session. Sponsored by Holland and Hart, LP Insurance Services and Stewart Archibald & Barney, the Business First series allows leaders in Nevada to address a variety of issues directly related to running a company and the health of businesses in the Silver State.

"Buying and Selling a Business" will provide information business-owners need whether they are looking to retire or contemplating a new venture. A recap of the event will appear in the May issue of *Nevada Business Magazine* but in order to have your questions answered, directly from the source, you'll need to attend.

**Don't miss this opportunity to get advice from the experts.
Reserve your seat today.**

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7:30am - 9am
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Cost \$18 each

Cost includes: Breakfast, Seminar Event and a one-year subscription to *Nevada Business Magazine* (\$44 value).

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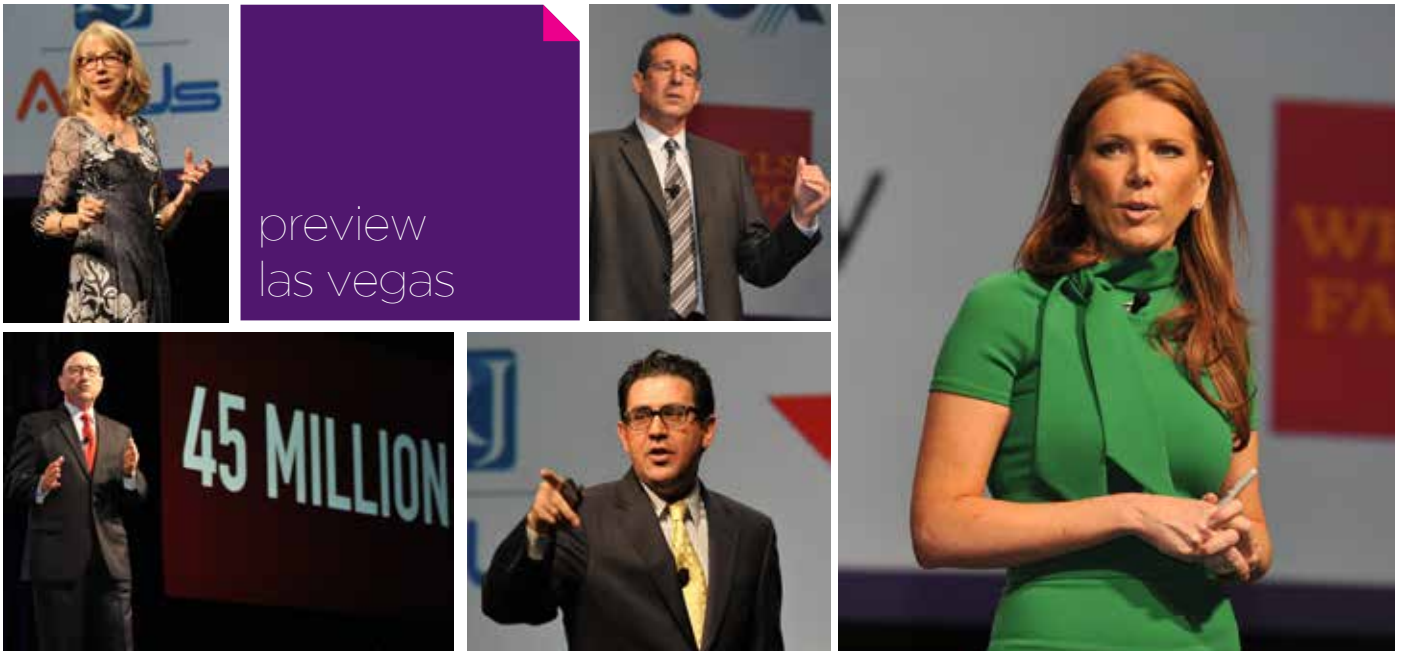
U.S. Congressman Mark Amodei addressed Metro Chamber members on issues affecting their businesses and participated in a Q&A session. During the program, Congressman Amodei provided the the latest updates from Capitol Hill and shared how it affects community and business leaders in Southern Nevada. Following the breakfast, Congressman Amodei sat down with President's Club members for a roundtable discussion.



president's club
& executive
level reception
at the delano
las vegas



Members of the Metro Chamber's President's Club and Executive Level built business relationships with one another at the Franklin inside The Delano Las Vegas. Guests enjoyed cocktails, hors d'oeuvres and the stunning backdrop of the Delano as they cultivated new connections.



Business and community leaders engaged in high-level networking opportunities and learned need-to-know information on what to expect for Southern Nevada in 2015 and beyond. Attendees heard the latest business and economic insight from a packed roster of speakers, including Kristin McMillan, president and CEO of the Las Vegas Metro Chamber of Commerce; Trish Regan, anchor and editor-at-large for Bloomberg TV; Rossi Ralenkotter, president/CEO of the Las Vegas Convention and Visitors Authority; Dr. Robert Lang, executive director of Brookings Mountain West; and Jeremy Aguero, principal analyst at Applied Analysis.



Participants explored the latest and greatest in the Las Vegas marketplace throughout the exhibitor concourse and sampled cuisines from some of Las Vegas' most popular restaurants and caterers after the program during Preview the Taste. See more photos at LVChamber.com and PreviewLasVegas.com.



CRITICAL CONDITION:

Why We Need A UNLV Medical School Now

U

NLV needs a medical school – stat.

As a region and as a state, we are significantly under capacity for medicine. Two million people live in Southern Nevada, and we are the largest metropolitan area without an allopathic medical school. The ramifications of this void extend far beyond the immediacy of not graduating doctors. It encompasses stalling direct, indirect and induced job creation, leaving swaths of commercial real estate empty, and hampering economic development and diversification efforts for the entire state, as well as impeding the forward progress for businesses and industries throughout Nevada. “One of our best economic

opportunities is simply catching up to where we should be in medicine,” says Dr. Robert Lang, executive director of Brookings Mountain West and executive director of the Lincy Institute. A UNLV medical school would be a major economic development engine, not just for our region but the entire state.

Brookings Institution identified a UNLV medical school as a major area of economic opportunity in the 2011 report commissioned by Governor Sandoval, *Unify | Regionalize | Diversify: An Economic Development Agenda for Nevada*. As a state, we have a long way to go in catching up with demand. Brookings Mountain West identified that Nevada is missing one third of its medical economy. In addition, the state’s population is

expected to increase to nearly 3.7 million by 2030, further expanding the gap between the number of qualified medical professionals in practice and number of residents in need of their services.

Nevada also has the fewest MD students per 100,000 residents. The national average is 25.8 medical students for every 100,000 residents; Nevada falls short at a meager 9.5 students per every 100,000 residents. Medical students, after graduation, tend to remain in the regions in which they attended medical school and completed residency. This is especially true in Nevada, as 69.2 percent of Nevada residents in MD programs matriculate in state, and among those who attend medical school and perform residency in



Photo provided by UNLV Photo Services

Nevada, 79 percent choose to stay to practice in state, ranking Nevada fifth in the country. By graduating more doctors, as well as having them complete residencies close to home, we address this critical shortfall.

The economic return on investment of an allopathic UNLV medical school is tremendous. According to a just-released report from Tripp Umbach, a consulting firm that has participated in 20 medical education expansion projects throughout the U.S. and has measured the economic impact of every U.S. medical school and

teaching hospital since 1995, “Every fresh dollar in economic impact from the UNLV School of Medicine will generate 4.9 percent in state general fund revenue.” Furthermore, Tripp Umbach estimates that in 2030, the school will generate \$58.7 million in government revenue alone, against a total cost to the state general fund of \$44.1 million in that year, producing a positive return on state investment.

“Allopathic medical schools generate significant economic impact and state general fund revenue,” the Tripp Umbach study reports. “Nationally,

allopathic medical schools generated more than \$5.2 billion in state general fund revenue annually and received approximately \$4.5 billion in that same year from their home states – resulting in a positive return of \$1.16 returned to the states for every dollar invested in their medical schools.” The study projects that by 2030, every dollar in state funding for the UNLV medical school will result in more than \$25 fresh dollars in Nevada’s economy.

The projected economic impact of having an allopathic UNLV medical school, according to the study, will be \$1.2 billion in 2030. Included in that number are 12,000 new jobs statewide – direct (faculty and staff of the school), indirect (jobs as a result of the facility, including lab technicians and support staff) and induced (jobs based on economic impact).

An influx of medical professionals also creates a demand for support services in that field, thus creating new high-paying good jobs, such as lab technicians, phlebotomists, medical billing specialists, and others, most of which require some type of

Ranking Nevada’s Shortage of Medical Professionals (50 states and Washington, D.C.)

Family practice doctors	47 out of 51
Pediatricians	46 out of 51
Orthopedic surgeons	51 out of 51
Ophthalmologists	48 out of 51
Psychiatrists	50 out of 51
Obstetricians/gynecologists	40 out of 51
Registered nurses	50 out of 51

Source: UNLV School of Medicine/Brookings Institution

"A UNLV medical school means more than graduating doctors. It means an investment in the economic development of existing businesses and industries, more jobs across the board and across the state, additional federal funds allocated to Nevada, and driving growth far into our future. "

certification or additional schooling beyond a high school diploma. Medicine is a recession-proof industry, continuing to produce demand for high-paying good jobs, even in times of economic turmoil. While a UNLV medical school is not a silver bullet for all economic diversification efforts to help Nevada weather the next economic downturn, it can vastly cushion the blow.

Increasing Nevada's share of medicine creates a positive ROI on public dollars invested, and will create thousands of jobs. But what else is it poised to do for Nevada's

economy? Medical space – offices, labs, and research facilities, just to name a few – occupy vast amounts of commercial real estate in other markets. An influx of new doctors means a much higher demand for real estate space, of which Nevada has plenty. It also means taking more federal dollars currently going to other states. Dr. John Hudak, fellow in the Center for Effective Public Management at the Brookings Institution, outlined the potential at the September 2014 event, "Valuing a UNLV Medical School." According to Hudak, boosting the capacity of Nevada's medical students being trained, as well as the overall number of practicing doctors and other factors, will expand our possibilities in drawing additional federal dollars, something from which the entire state can benefit.

An allopathic UNLV medical school also makes Nevada more competitive in attracting new companies and industries, including lucrative medical research firms, to the state. It also increases the need for service companies to support the facilities and the healthcare industry. A significantly bolstered healthcare sector is a major talking point in recruiting top talent from around the world, including physicians, research scientists, executives and other highly specialized, high paying individuals outside of the healthcare industry.

A UNLV medical school, in short, would impact nearly every facet of

the state's economy and give it room to grow, develop and diversify.

Southern Nevada now exports the medicine its capacity cannot handle. A medical school would reduce the need for residents to seek medical treatment outside the state, thus retaining the economic impact it produces, from direct revenue from services provided to dollars spent in housing, food, entertainment and other services. It also opens up more possibilities for medical tourism, a natural niche in a region that is already known as a world-class travel destination.

The existing allopathic medical school in Nevada, housed at University of Nevada, Reno (UNR), would also reap the benefits of a UNLV medical school. Tripp Umbach reports, "The average economic impact of an additional state-supported medical school in the U.S. shows that having more than one publically supported medical school equals \$882 million. This is more than three times the average of a four-year regional campus of an established medical school." Proximity also isn't an issue; UNLV's closest medical school would be in Loma Linda, California (232 miles apart, as opposed to Reno's facility, which is 448 miles away).

New medical schools have historically never cannibalized existing ones in a state. The medical school at University of California, Riverside is a

ECONOMIC IMPACT AND ROI FOR THE UNLV SCHOOL OF MEDICINE

	2020	2025	2030
Total Projected Economic Impact of the UNLV School of Medicine	\$301 M	\$803 M	\$1.2 B
State of Nevada General Fund Revenue Generated through Economic Impact of the UNLV School of Medicine	\$14.7 M	\$39.3 M	\$58.7 M
State Funding Provided to the UNLV School of Medicine	\$31.6 M	\$44.1 M	\$44.1 M
ROI to State General Fund Attributable to the UNLV School of Medicine	\$1: \$.47	\$1: \$.90	\$1: \$1.33
ROI to State Economy from General Fund Revenues Provided to the UNLV School of Medicine	\$1: \$9.53	\$1: \$18.21	\$1: \$27.21

Source: Tripp Umbach for "UNLV School of Medicine Return On Investment to the State General Fund"



Photo provided by UNLV Photo Services

scant 12 miles away from Loma Linda University's medical school, and several other facilities coexist with distances apart as little as nine miles and continue to build partnerships and economic opportunities for their states. Furthermore, having two full-scale medical schools can attract funding streams and opportunities not previously available, and a collaborative effort between the two schools would help maximize the potential for these streams, according to Hudak.

So what will it take to make UNLV's medical school a reality? Planning dean Dr. Barbara Atkinson has outlined a comprehensive strategic plan for opening up the school in 2017 with 60 students and growing from that point. The school has submitted the necessary materials to the Liaison Committee on Medical Education, which gives accreditation to all U.S. medical schools. However, accreditation is at risk if the Committee does not see the state make a significant investment in the 2015-16 budget.

Governor Sandoval's recommended budget has \$8.3 million for the medical school; the university has asked for \$27 million. These dollars represent more than just a funding mechanism to continue

the momentum of the medical school, though. They stand for a major component of getting the school to where it needs to be in terms of accreditation. In 2011, the University of California, Riverside, was denied accreditation due to the risk of the state not adequately funding the facility. The university rallied, however, and was able to raise a significant amount of public and private dollars, and the panel granted them preliminary accreditation – the first time in three decades that the committee even marginally rescinded a decision. Adequate public funding is essential for a successful accreditation process. And without accreditation, an allopathic UNLV medical school that addresses several issues within Nevada's economy cannot happen.

A UNLV medical school means more than graduating doctors. It means an investment in the economic development of existing businesses and industries, more jobs across the board and across the state, additional federal funds allocated to Nevada, and driving growth far into our future. A medical school in Southern Nevada is a cure for addressing the medical deficits that continue to threaten the health of our state – and its residents – and its potential for the future.

The Metro Chamber supports the development of an allopathic UNLV medical school, and is continuing to speak up on its behalf at the 2015 Legislature and in local government. Look for updates in upcoming issues of the *Business Voice* and in *The Rundown*, the Metro Chamber's weekly government affairs newsletter.

investing in our future:

THE METRO CHAMBER WE CARE PROGRAM IS BACK TO HELP RECRUIT GOOD TEACHERS



T

here is a shortage of teachers within the Clark County School District (CCSD). In 2014, classrooms swelled with new students as the economy recovered. Elementary schools were operating at 117.6 percent of planned capacity, with some schools at almost 200 percent according to the district statistics.

CCSD is projecting to hire 2,600 teachers for the 2015-16 school year to meet the growing demand of their student enrollment and help alleviate the schools currently operating over capacity. The district needs help to attract more potential teachers from across the country. The We Care program, a partnership between CCSD and the Las Vegas Metro Chamber of Commerce to help recruit teachers to Southern Nevada, is part of the answer.

Becoming a We Care communittee volunteer is a great way for Metro Chamber members to help with teacher recruitment. The We Care program was created in 2001 to help inform potential candidates of the benefits that our community has to offer. This includes no state income tax, lower cost-of-living, mild winters, religious diversity, outdoor recreation and world-class shopping, eating and entertainment. Moreover, through these candid conversations with members of the business community, the candidate quickly learns that our single greatest asset is our supportive community.

The We Care program helps avoid many misperceptions about Las Vegas and promotes a community that cares about education. Community volunteers from the Metro Chamber will soon make contact with potential teachers from across the country and share how they can make Las Vegas their home, and that they are welcomed with open arms and have a support system behind them. The We Care committee has made this process simple for its volunteers.

The We Care program has been converted into a web-based system, which has been primarily automated for registration, education and assignments. Interested volunteers can register online, with registration taking place in less than five minutes. Once registered and approved, community volunteers will have all the information and resources to help inform their candidate. The system is user-friendly and has special features, including automatic reassignment if the volunteer fails to make contact within three business days.

There are several ways for you to help. The We Care committee is seeking community volunteers who have lived in Las Vegas for more than two years and are current members of the Las Vegas Metro Chamber. In addition, the committee is seeking those who formally served in our military to help reach those men and women who have an interest in teaching as they exit their military career. The committee is currently working with the "Troops to Teachers" program, which helps provide a pathway towards a teaching career for those who desire to continue serving our country.



Another way the business community can assist is providing a meaningful discount of their product or service to these potential teachers moving into our community. This may include housing, transportation, food, entertainment, business services or anything else that may help welcome them to Southern Nevada and help them call our community home. Look for more information in an upcoming *Business Voice* on how you can post an offer.

I am personally proud to call Vegas my home. Our community, and both small and large businesses that operate in it, has always stepped up in challenging times. Your time, resources and stories about home can make a difference, too. For more information and to register as a volunteer, visit LVChamber.com.



By: Joe Caldera, President,
Caldera Wealth Management,
Co-Chairman, We Care
Committee,
Las Vegas Metro Chamber of
Commerce Business Council

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what's happening

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march chamber connections

Join this established dedicated leads group made up of professionals from a variety of industries. Limited openings available; call for space availability.

5:30 – 7:00 p.m.
See website for details on locations.

Tuesday, March 3
Tuesday, March 17

how to register:

Visit LVChamber.com and
click on the Events Calendar.

Call 702.641.5822.

3

TUESDAY, MARCH 3 **CHAMBER VOICES TOASTMASTERS**

Become a better speaker and a more effective presenter by joining Chamber Voices Toastmasters. Open to all members.

10:45 a.m. - Noon

Las Vegas Metro Chamber of Commerce
575 Symphony Park Ave., Ste. 100

\$54 every six months. Guests always complimentary.

9

MONDAY, MARCH 9 **VEGAS YOUNG PROFESSIONALS** **TOASTMASTERS**

Great communication skills are keys to success. VYP's Toastmasters group helps VYP members and their guests learn these key speaking, presentation and leadership skills.

6:30 – 8:00 p.m.

Las Vegas Metro Chamber of Commerce
575 Symphony Park Ave., Ste. 100

Complimentary for guests

\$60 to join, \$36 every six months.

Presenting Sponsors: Chamber Health Options, Cox, m., Wells Fargo

10

TUESDAY, MARCH 10 **INSURANCE POLICY COMMITTEE MEETING**

Engage on issues relevant to Southern Nevada's insurance industry, including topics in health, property and casualty sectors.

10:30 a.m. - Noon

Las Vegas Metro Chamber of Commerce
575 Symphony Park Ave., Ste. 100

Open to members and their employees

11

WEDNESDAY, MARCH 11 **HEALTHCARE POLICY COMMITTEE MEETING**

Gain valuable insight on key topics in the changing landscape of healthcare in Southern Nevada.

11:00 a.m. - 1:30 p.m.

Las Vegas Metro Chamber of Commerce
575 Symphony Park Ave., Ste. 100

Open to members and their employees

17

TUESDAY, MARCH 17 **NEWSFEED BREAKFAST**

This new breakfast series from the Las Vegas Metro Chamber of Commerce and the *Las Vegas Review-Journal* ignites conversations about important community issues. Join us as we hear from local and national education experts, including Kati Haycock, President of The Education Trust; Pat Skorkowsky, Superintendent of Clark County School District; Ruben Murillo, Jr., President of Nevada State Education Association; and Allison Serafin, Vice President of the Nevada State Board of Education. The panel will be moderated by Glenn Cook, Senior Editorial Writer for the *Las Vegas Review-Journal*.

7:30 - 8:00 a.m. Registration & Networking

8:00 - 9:00 a.m. Program

Round table with Kati Haycock immediately following, exclusively for President's Club members.

The Four Seasons Hotel Las Vegas

3960 Las Vegas Blvd. S.

\$40 per person, \$50 at the door, \$400 per table of ten
Sponsored by: Sunrise Health System, Switch

17

TUESDAY, MARCH 17 **CHAMBER VOICES TOASTMASTERS**

See March 3

00 - CHAMBER EVENT

00 - VYP EVENT



19

**THURSDAY, MARCH 19
LEGISLATIVE RECEPTION**

This reception, which is an exclusive benefit for the Metro Chamber's President's Club members, will be held in Carson City, Nevada. During the reception, members will have the opportunity to learn and discuss the state's most important public policy issues for the legislative session.

5:30 – 9:00 p.m.

Bella Fiore Wines

224 S. Carson Street, Suite 8

Carson City, NV 89701

Sponsored by: Chamber Health Options, CenturyLink, NV Energy, UnitedHealthcare

23

**MONDAY, MARCH 23
VEGAS YOUNG PROFESSIONALS
TOASTMASTERS**

See March 9

24

**TUESDAY, MARCH 24
OFFICE DEPOT BREAKFAST**

Save money, meet new contacts and learn more about how you, as a member of the Metro Chamber, can maximize savings on your everyday office supply purchases. This interactive educational networking event will keep you up-to-date on the latest additions to the program and ensure that you are taking full advantage of the exclusive savings as a Metro Chamber member.

7:30 – 8:00 a.m. Registration

8:00 – 9:00 a.m. Program

Office Depot

4555 W. Charleston Blvd.

Complimentary.

Sponsored by: Office Depot

24

TUESDAY, MARCH 24

FOCUS LAS VEGAS: HOW TO DO BUSINESS WITH THE MILITARY

Hear from industry experts, procurement specialists and community leaders in a full-day program on how to do business with the federal government and the local military community. Don't miss interactive panels, Q & A sessions and one-on-one meetings with procurement resources. This is a great opportunity for anyone interested in contracting with the federal government or who wants to get a better understanding of the military community's relationship to the Southern Nevada business community. Presented by the Las Vegas Metro Chamber of Commerce Foundation in partnership with the Metro Chamber Military Affairs Committee.

7:30 a.m. – 4:00 p.m.

The Innevation Center

6795 Edmond St.

\$99 per person

26

**THURSDAY, MARCH 26
HIGHER EDUCATION POLICY
COMMITTEE MEETING**

Learn more about key issues in higher education throughout Nevada.

3:30 – 5:00 p.m.

Las Vegas Metro Chamber of Commerce

575 Symphony Park Ave., Ste. 100

Open to members and their employees

31

**TUESDAY, MARCH 31
BUSINESS POWER LUNCH FEATURING UNLV
PRESIDENT DR. LEN JESSUP**

UNLV President Dr. Len Jessup will share his vision for the school, including his top priority of developing a UNLV School of Medicine and elevating UNLV to a Carnegie-level Tier One research university. An accomplished leader in higher education, Jessup brings experience as a university professor, administrator, entrepreneur and fundraiser. Don't miss his first address to the business community at this special Business Power Luncheon.

Pre-reception meet & greet for President's Club members

11:30 a.m. – Noon Registration

Noon – 1:00 p.m. Program

The Four Seasons Las Vegas

3960 Las Vegas Blvd. S.

\$50 Members

\$65 Non-Members

\$500 per table of ten

Sponsored by: Chamber Health Options, Sunrise Health System, Vegas PBS

PAUL CALL, a bi-weekly phone call for **President's Club** members with the Metro Chamber's Vice President of Government Affairs, Paul Moradkhan, to get the latest news from Carson City on issues important to the business community. For more information about this benefit, please contact the Member Services at 702.641.5822.

how to do business with the military



FOCUS LAS VEGAS

E

ach year, the federal government awards billions of dollars in contracts to U.S. small businesses. In fiscal year 2013, the number topped \$83 billion. With their proximity to Nellis Air Force Base and the prevalence of the military community in Southern

Nevada, local businesses have an opportunity to land major contracts and yield great return. How does a businessperson navigate what can be a complicated process – but one that can potentially make his or her fiscal year?

On March 24 the Las Vegas Metro Chamber of Commerce Foundation, in partnership with the Metro Chamber's Military Affairs Committee, will hold a special session of Focus Las Vegas that delves into how to do business with the military and federal government. "Focus Las Vegas offers an in-depth look at an area of particular importance to the Las Vegas business community," says Sherri McKenzie, chairman of the Focus Las Vegas committee. "This dedicated session is a great resource for any local businessperson who wants to do business with the federal government."

In one information-packed day, participants will hear from industry experts, procurement specialists, military staff and community leaders on how to do business with the military, and the federal government. Representatives from the federal government, military community, veterans administration and the local Procurement Technical

Assistance Center (PTAC) will be featured to give participants an insider's look at how to do business with the military and federal government. Especially helpful will be Q & A sessions with panelists and speakers, as well as one-on-one meetings with procurement representatives from Nellis Air Force Base. At the end of the session day, participants will have the tools and base knowledge to competitively bid on federal contracts.

"Federal contracting can be a game-changer for a business, providing growth and expansion opportunities as well as working with sectors that a company may not have otherwise come in contact with," said Lisa Beckley, Metro Chamber trustee and chairman of the Metro Chamber's Military Affairs Committee. "This special Focus Las Vegas session will provide attendees with the opportunity to hear from those who directly handle procurement with the private sector. Participants will also get the chance to interact with buyers in a small group setting, offering them a deeper understanding of not only the procedures for starting the process, but also a compelling vision for how doing business with the federal government can help expand and diversify their company's business model."

Space is limited at this special session of Focus Las Vegas, and early registration is highly recommended. The cost for the day, including meals, is \$99 per person. The session will be held at The Innovation Center from 7:30 a.m. – 4:00 p.m. For more information or to register, visit LeadLV.com.

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spotlights

(B) Joe Asher

CEO - William Hill Race & Sports Book

Joe Asher has been the CEO of William Hill US since 2012. Asher has a long background in the gaming industry and a passion for the sports betting business. Previously, Asher was an attorney and held management positions at several racetracks. Asher attended the University of Delaware and graduated magna cum laude from Widener University School of Law. Asher also served as a judicial clerkship with the Supreme Court of Delaware and is admitted to the bar in Delaware and New York. He currently serves on the Metro Chamber's Board of Trustees.

(A) London Jane

CEO - NV Jets

London Jane is the CEO of NV Jets, the only ARG/US Platinum operator in Nevada. She has an extensive educational background and has held several leadership positions throughout her career, including roles in major asset repossession for large European financial institutions. In 2010, Jane founded NV Jets, and has helped numerous aviation companies achieve platinum status. Jane shares her love of aviation with her husband and three-year-old daughter.



(D) Melissa Maher

Senior Vice President - Expedia, Inc.

Melissa Maher manages the global business relationships with the Expedia's strategic hotel partners and leads the Industry Relations team. Maher also oversees the team responsible for driving the strategy, distribution and support of Expedia's gaming lodging supply division. Maher also served as regional director for Expedia. Maher received an MBA in hotel administration from UNLV. She serves on the board for HSMIAI, on the Starwood Leisure Advisory Board and is an advisor on the Expedia Women's Leadership Council.

(C) Glen Lerner

Founding Attorney - Glen Lerner Injury Attorneys

Glen Lerner is the founding attorney of Glen Lerner Injury Attorneys. He began practicing law in 1991 out of a desire to help the "little guy" successfully go up against big insurance companies and large corporations. This desire to help others expands outside of the law practice. Through sponsorships, donations and general support, Lerner and his law firm's attorneys and support staff provide community assistance through Glen Lerner Gives Back. Lerner graduated from Tulane Law School in New Orleans, Louisiana.

president's
club

Stephanie Tyler**President AT&T Nevada – AT&T**

Stephanie Tyler is an accomplished external affairs executive with more than 20 years of multi-state experience in administering government relations programs, corporate communications, campaign management and public service. Tyler is responsible for external affairs for AT&T including state and local government relations, community affairs, regulatory and legislative activities and infrastructure investment. She is a former Nevada State Senator and a graduate of the University of Nevada, Reno. She maintains offices in Las Vegas, Reno and Carson City.

William P. Moore II**Chief Executive Officer – Desert Radiologists**

William P. Moore, II joined Desert Radiologists in 2006 to provide hands-on management of daily operations as well as to oversee the organization's strategic development and long-term institutional goals. Moore works closely with the physician-leadership and senior-management teams. He also directs the company's internal functions for the achievement of corporate objectives. With more than 20 years of management and leadership experience in health care, Moore has provided oversight of major hospitals and medical organizations.

Lisa de Marigny**President & CEO – Showtime Tours/Mark Travel Corporation**

Lisa de Marigny leads a team that is driven to be unique, be well, work well, live well and embrace change. She grew up in the transportation business while earning a B.S. in organizational leadership from Penn State University. She joined Showtime in 2006 and is a 2012 graduate of Leadership Las Vegas. Showtime is the premier airport shuttle, charter bus and sightseeing tour company, celebrating 15 years of getting the show on the road for Las Vegas visitors and local community organizations.



executive
level

Stefan Gastager**President – Hofbrauhaus Las Vegas**

Stefan Gastager visited Las Vegas in 2000 and decided to introduce high-quality Bavarian food, premium beer and coziness – "Gemütlichkeit" – to the country at a location that would appeal to tourists and locals. Partners Klaus Gastager, Franz Krondorfer and Anton Sinzger spent three years making Hofbrauhaus a reality. They have created an authentic replica of the Munich Hofbrauhaus that was originally commissioned in 1589 by King William V.

Douglas Geinzer**Chief Executive Officer – Las Vegas HEALS**

Doug Geinzer is an influential leader in the healthcare employment arena. He has built and sold several media and employment-related businesses since he moved to Nevada from Pittsburgh, PA. Geinzer currently serves on the Las Vegas Metro Chamber of Commerce Business Council and sits on the boards of the American Heart Association and the Governor's Workforce Investment Board for the State of Nevada.

Mike Wethington**General Manager – Town Square Las Vegas**

Mike Wethington manages all daily operating functions for the center, which opened in November 2007. He works closely with development, construction, marketing, leasing and individual retailers. Wethington has more than 20 years of retail-management experience, including general manager positions at Galleria at Sunset in Henderson and Victoria Gardens in Southern California. He holds a degree in finance and real estate from New Mexico State University.

member to member

UNPAID INTERN OR PAID EMPLOYEE?

WHAT EMPLOYERS NEED TO KNOW

Does your company utilize unpaid interns? In recent years, the United States Department of Labor has increased its focus on the issue of unpaid interns, believing that many companies are illegally using interns for free labor. With increased scrutiny being directed at internship programs and an uptick in wage and hour lawsuits being filed by former interns, it is important to ensure your company is compliant with federal labor law and correctly classifying individuals as unpaid interns (as opposed to employees entitled to minimum wage).

Recent decisions in the New York Federal District Court have offered some guidance on this issue of whether an intern can be properly classified as unpaid under the Fair Labor Standards Act. One of the most prominent is the June 2013 decision in *Glatt v. Fox Searchlight* where the New York court ruled that film distribution company, Fox Searchlight Pictures, violated federal labor laws on the payment of a minimum wage when it failed to compensate two production interns for their work on the 2010 movie *Black Swan*. The two interns regularly performed low-level administrative tasks such as taking out trash, taking lunch orders and answering phones for the company. The court concluded that the interns worked “as paid employees work, providing an immediate advantage to their employer and performing low-level tasks not requiring specialized training.” In reaching this conclusion, the court analyzed six factors set forth in an April 2010 Department of Labor Fact Sheet for determining whether for-profit private sector employers can properly classify an individual as an unpaid intern:

- The internship provides training similar to that which would be given in an educational environment as opposed to on-the-job training employees typically receive;
- The internship is for the benefit of the intern;
- The intern works under close supervision of existing staff but does not displace regular employees;
- The employer derives no immediate advantage from the activities of the intern (and on occasion its operations may actually be impeded);
- The intern is not necessarily entitled to a job at the end of the internship; and
- The employer and the intern understand that the intern is not entitled to wages for time spent in the internship.

This decision, and others like it, has paved the way for a flood of class action lawsuits by former interns against companies like Donna Karan, NBC Universal, Inc., Warner Music Group Corporation and Conde Nast.

However, the law in this area is far from settled. The Glatt case is currently being appealed to the Second Circuit Court of Appeals, and it is expected that the appeals court will address whether the six factor test identified above (or some other test) is the proper standard for ascertaining whether interns qualify as employees.

While it may be too soon to tell what the Glatt case and others might mean for your company, you should consider taking the following steps in the meantime:

1. Carefully evaluate your unpaid internship program against the six Department of Labor criteria, keeping in mind the following:
 - The program should truly be designed as an educational opportunity for the interns, who are the primary beneficiaries of the program.
 - Ensure that supervisors are aware of the educational purpose behind the program and that the internship is not an opportunity for free help.
 - Interns should not be requested to perform mindless errands or other routine administrative tasks unrelated to any educational purpose.
 - Supervisors should be required to provide feedback and other guidance for every project the intern works on.
2. Consider using written agreements for internships, whether paid or unpaid, to lay out the expectations, duties, and compensation of the internship.
3. Consult with an employment lawyer if you have any questions about whether you have properly classified your unpaid interns.



By: Jennifer Hostetler,
Associate,
Lewis Roca Rothgerber,
LRRLaw.com

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- John F. Kennedy

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member news

PRESIDENT'S CLUB MEMBER | EXECUTIVE LEVEL



community service

Students at Howard E. Hollingsworth Elementary School saved more than \$600 during the first day of **United Way of Southern Nevada's** "Piggy Bank," a financial literacy program designed to teach students how to save money by simulating a bank atmosphere and providing financial education in the classroom.

City National Bank and Barnes & Noble's 7th annual holiday book drive resulted in 65,000 new books donated to 33 schools and nonprofit groups.

Goodwill hosted a ceremony to honor those who have benefitted from its Veteran Integration program and received a \$200,000 grant from **Bank of America** for the continuation of the program.

In 2014, **NV Energy** and its foundation supported nearly 500 nonprofits statewide with more than \$5.1 million in funding.

The Fremont Street Experience awarded the firefighters of the Southern Nevada Burn Foundation a check for \$4,120. The money was raised during the SlotZilla™ charity challenge.



upcoming events

The **University of Phoenix** College of Criminal Justice will hold a round table on Saturday, March 7, at 9:00 a.m. The round table, featuring Las Vegas Metropolitan Police Department Sheriff Joe Lombardo and U.S. Marshall Christopher Hoye, will discuss ethical policing in the 21st century. For tickets and more information, visit bit.ly/EthicalPolicing.

Arthur Murray Dance Centers is hosting an open house guest party on Tuesday, March 10, at 8:30 p.m. The event will feature dance demonstrations, teacher and student spotlights and a dance session giveaway. For more information and to RSVP, email arthurmurraylv@gmail.com.

The **University of Nevada Cooperative Extension** will run a one-day workshop on Gardening in Small Places: Composting, on Saturday, March 14. The class runs from 8:00 a.m. – noon and is taught by Dr. Angela O'Callaghan. To register, call 702.257.5573.

Nathan Adelson Hospice is partnering with **Wynn Resorts** for its annual Flair for Care fashion show on Wednesday, April 8, inside the resort. The event will feature the work of international designer Naeem Khan and funds raised will support the hospice's uncompensated care program. For tickets and more information, call 702.938.3910.

Fortune DNA is hosting Hush Hush Secrets of the Ultra Wealthy VI at The M Resort from April 9 – 11. The event will feature training sessions that give small business owners the tools they need to be successful in this economy. For more information, visit hushvipecvents.com.

The Las Vegas Metro Chamber of Commerce is proud to provide members with a place to publish their current announcements. Email news items to pr@lvchamber.com or fax to Public Relations at 702.735.0320.

announcements



Roseman University of Health Science's College of Medicine appointed Victoria VanMeetren as special advisor to the dean for community engagement.



Snell & Wilmer partner Leon F. Mead II was named a fellow of the Litigation Counsel of America and attorney Kelly Dove was appointed to Standing Committee on Judicial Ethics and Election Practices.



Bank of America named Lee Jenkins as consumer area executive for Nevada and Northern California. Jenkins will lead 141 financial centers in nine markets.



Duane Morris LLP promoted Manita Rawat to the firm partnership, where she will practice in the area of intellectual property law and litigation. Rawat is a Fellow to the Leadership Council on Legal Diversity.

Clean Energy Project selected Jennifer Taylor as executive director. Clean Energy Project is a non-partisan organization dedicated to powering the clean energy economy.



Dignity Health - St. Rose Dominican named Cathleen Hamel as chief nursing executive. She will provide oversight of the nursing staff functions at three Southern Nevada hospitals.

congratulations

ActionCOACH Profit Team USA Business Center's parent organization ActionCOACH marked its tenth consecutive appearance on Franchise Business Review's Top 50 Business Services Franchises, earning them a place in its inaugural Hall of Fame.

Lewis Roca Rothgerber was honored by Legal Aid Center of Southern Nevada with the 2014 Lied Award for Most Pro Bono Hours for a Law Firm.

The Rape Crisis Center marked its 40th year serving the Southern Nevada community. The nonprofit's counseling hours provided to victims and their families more than doubled from last year.

The **California Hotel**, a downtown veteran property and popular Hawaiian-themed destination, celebrated its 40th anniversary with cake, champagne and hula dancers.

wheeling and dealing

Commercial Executives Real Estate Services represented a company in the lease of a retail space located at 7885 W Sunset, Ste. 180. The sale is valued at \$181,435.

Urban Turban expanded its delivery services, partnering with Bite Squad to better meet the needs of its customers throughout Las Vegas.

Right Now Air acquired two Las Vegas HVAC companies, Ingram's Inc. and Senior Services. These acquisitions were finalized in December 2014.

Cox Communications increased the speed of its internet essential package from 5 megabits per second (Mbps) to 15 Mbps and its internet starter package from 1 Mbps to 5 Mbps. The speed enhancements come at no additional charge to customers.

Salt Room LV opened its first store at 1958 Village Center Cir., Ste. 7. The Salt Room's wellness therapy options are designed to create an area of zen.



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ribbon cuttings

CELEBRATING BUSINESS GROWTH

To arrange your ribbon cutting, contact Georgia Allen at 702.586.3838 or email gallen@lvchamber.com



CAPRIOTTI'S SANDWICH SHOP

Capriotti's Sandwich Shop joined with the Las Vegas Rescue Mission, local dignitaries and more than 100 Las Vegas residents and Chamber volunteers to celebrate its newest sandwich shop, located in Downtown Summerlin. Capriotti's homemade ingredients, hand-crafted subs and unique menu items have won numerous accolades. Call 702.678.7827 or visit capriottis.com.



KIND SKY DESIGNS

Kind Sky Designs announced its grand opening with family, friends and Metro Chamber Ambassadors and volunteers. Kind Sky Designs is focused on providing high-quality service and customer satisfaction and has the answers when it comes to evaluating your communication strategy and applying solutions with measurable results. Call 702.427.7041 or visit kindskydesigns.com.



\$ SOUTH PHILLY STEAKS & FRIES

South Philly Steaks & Fries announced its grand opening with the Metro Chamber Ambassadors and ribbon cutting volunteers. It is located at 755 S. Grand Central Pkwy., Ste. 1495, in the food court of the Premium Outlet Mall. Call 702.283.6386 for more information.



TRINITY INTERNATIONAL SCHOOL

Trinity International School celebrated 33 years and its relocation to 4141 Meadows Lane. Trinity is proud of its academic excellence, with an average of 91 percent of its graduating class pursuing a college degree and some students finishing a two-year college degree by the time they graduate from high school. This program is known as Early College Studies, which allows students to take college classes for dual high school and college credit. Call 702.732.3957 or visit trinitylv.org.



NEKTER JUICE BAR

Nekter Juice Bar announced its grand opening at 2025 Festival Plaza Dr., Ste. 100 in Downtown Summerlin, celebrated with family, friends and the Metro Chamber. Nekter Juice Bar offers an array of delicious and healthful freshly made juices, smoothies and acai bowls in addition to cold-pressed juice cleanses. Call 800.385.1650 or visit nekt juicebar.com.



WSS NORTH LAS VEGAS

WSS North Las Vegas, located at 2209 E. Lake Mead Blvd., celebrated the opening of its first store in Las Vegas, and first store outside of California, with a ribbon cutting ceremony featuring beloved Mexican singer Chiquis Rivera and local community dignitaries. Call 800.276.2002 or visit wss.com.

SPONSORED BY:



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PURPLE COW DIGITAL PRINT, INC.

Purple Cow Digital Print, Inc., joined by community partners and the Metro Chamber volunteers, commemorated its grand opening with an open house. Located at 5525 S. Decatur Blvd., Ste. 105, Purple Cow is a full service print, copy and design center that brings together 40 years of printing experience with 20 years of convention and meeting planning expertise. Call 702.247.1442 or visit purplecowdigitalprint.com.



FARMER BOYS

Farmer Boys celebrated its grand opening at 7791 W. Tropical Pkwy. Founded by five brothers, the first Farmer Boys restaurant opened in Perris in 1981 and by 1997, seven more family-owned restaurants appeared across Southern California. There are more than 70 Farmer Boys restaurants all over Southern and Central California and in Nevada. Call 702.902.1900 or visit farmerboys.com.



ELITE DANCE STUDIO

Elite Dance Studio, located at 6315 S. Rainbow Blvd., Ste. 103, opened its doors in 2014. Elite Dance Studio commemorated its Metro Chamber membership and anniversary by offering a variety services such as group classes, dance fitness, private lessons, children and youth programs, wedding and other special occasion choreography and more. Call 702.586.2700 or visit elitedancestudiolv.com.



TWC CONSTRUCTION INC.

Henderson-based TWC Construction Inc., located at 1743 Whitney Mesa Dr., broke ground on a major project. The company, which was founded in 1997, has consistently been one of the leading construction firms in Southern Nevada, as well as one of the first to be LEED certified in the region. Call 702.597.3444 or visit twcconstruction.com.



PC SUPERPAWN

SuperPawn celebrated its newly renovated location at 1700 S. Main St. with local dignitaries, board members and Metro Chamber leaders and volunteers. SuperPawn operates more than 60 locations nationwide. It offers fast, friendly, confidential pawn loans and cash advances to meet short-term cash needs. It also sells quality merchandise, such as gold and diamond jewelry, electronics, tools, musical instruments and more. Call 702.792.2900 or visit cashamerica.com.



EASYHOME LEASE-TO-OWN

Easyhome Lease-To-Own commemorated its first location at 4463 W. Charleston Blvd. with community leaders. Easyhome leases, with an option to purchase, brand-name home entertainment products, computers, appliances and household furniture. Easyhome Leasing is an accessible, affordable and debt-free solution for consumers. Call 702.912.0550 or visit easyhome.us.

north las vegas

BE PREPARED:

BUILDING OUR FUTURE AT APEX

BY MAYOR JOHN LEE
CITY OF NORTH LAS VEGAS

S

outhern Nevada's economy will only move forward if we strategically approach economic development in a measured, businesslike way. Prospective businesses will never be able to take advantage of our favorable tax codes or business friendly environment if we do not have real estate ready for immediate development. This is the reason we are working so hard to bring the needed water and power infrastructure to the 18,000 acres in the Apex industrial area.

After only 18 months as Mayor, I have already seen several businesses locating to our valley decline because we lack the land ready for immediate development. Let me be clear, Governor Sandoval and his team have had tremendous success in bringing job creators to parts of our state, but their efforts are being impeded in Southern Nevada because we are simply not prepared.

In *Field of Dreams*, Ray Kinsella, the character played by Kevin Costner, did not hear a voice say, "Build a robust sales force to sell tickets and people will come to the corn field"; the voice said, "If you build it, he will come." Successful economic development must begin by investing in the infrastructure needed to prepare our valley's land for new job creators.

As an Eagle Scout, I understand the importance of being prepared, and as a businessman, I understand how success is the union of preparation and opportunity – in that order. Seeking opportunity without sufficient preparation results in inefficiency, lost opportunity and failure. As a policy maker, applying the principle of preparation requires us to invest in economic development by getting Apex ready for business.

Preparing our industrial land for immediate development opportunities is one of the most critical investments we can make for the economic development of our region. Building the infrastructure to prepare Apex for development is the most practical way to attract business opportunities to our valley. We successfully used this model in 1941 when the government invested in our future by building the infrastructure at the BMI industrial area in Henderson. This investment attracted large scale employers like Kerr McGee, Titanium Metals Corporation, Chemstar Lime, and Pioneer Chlor Alkali to our region.

Currently, our region's lack of open land in a developed large scale industrial park prevents us from competing for companies looking to immediately erect their buildings. Studies show the Apex area has the



potential of housing more than 116,000 jobs and bringing more than \$198 billion in economic impact to our region. This means, the investment of \$150 million could net an astonishing return on investment of over 130,000 percent!

Another character from *Field of Dreams*, Moonlight Graham, states, "We just don't recognize life's most significant moments while they're happening." The Apex moment is here. This 18,000 acre parcel of land is an unprecedented opportunity to revitalize Southern Nevada, our state, our region. Business and financial leaders, political leaders and opinion makers must come together to seize the moment, and build the infrastructure to prepare Apex for real economic development in our valley.

member- exclusive!

LIMITED TIME OFFER FOR MICROSOFT OFFICE 365

E

very day, most of us open up Microsoft Outlook to send emails and keep our calendars up-to-date, type a document in Word, plug numbers into Excel or create a presentation in PowerPoint. These are tools that many of us use every day to get

business done.

And now, for a very limited time, Metro Chamber members can receive a five percent discount on Office 365 – Business Premium for one full year.

Microsoft Office 365 Business Premium gives you the latest version of Microsoft Office – always. Features of this go-to software for getting business done give you the resources and capability to:

- Be connected to your data anywhere you go
- Design customized marketing materials that fit your brand and customers
- Capture your ideas however you work best – keyboard, pen or touchscreen
- Incorporate content from PDFs to create your own professional Word documents
- Easily format information in Excel with tools that recognize your pattern and auto-complete data



This offer is available to Metro Chamber members until **April 6, 2015**, so be sure to take advantage of these savings during this limited time. To access this offer or get more information on the product, available through a partnership with NetEffect, visit LVChamber.com.

Like what you see? The Metro Chamber has a brand new menu of benefits coming. Whether you're looking to save money, access business services, connect with businesses, drive customers to your business or create buzz around your latest product, service or promotion, the Metro Chamber's new benefits will give you the resources to get the job done.

Look for them in the next issue of the Business Voice and in your inbox.

new dental & vision plans



Chamber Insurance & Benefits is rolling out a new benefit plan that gives members another reason to smile. New dental and vision plans, covered through Securecare Group Insurance, are now available as a benefit of your Las Vegas Metro Chamber of Commerce membership. These new plans can be bundled for convenience, giving business owners one contact number, one bill and one payment.

Employer-sponsored and voluntary dental and vision plans are available to groups with five or more employees enrolled. In addition, stand-alone dental plans (either employer-sponsored or voluntary) can be purchased with as few as 2-4 enrolled employees.

Here are just a few of the advantages of these plans over the leading market plans:

DENTAL

- No benefit waiting period on major services for groups of five or more enrolling employees, unlike many leading carriers that require a 12-month waiting period
- Unique “copay plan” with reasonable premiums and contracted pricing per procedure. You always know exactly what you will owe because all costs are published rates, and there is no wait for an Explanation of Benefits to arrive.
- Bundled dental and vision packages available with one bill, one payment and one ID card
- Two dental cleanings per year PLUS two additional periodontal cleanings allowed if perio therapies are done
- Includes discounted adult orthodontic services
- Covered dental implants standard on all plans
- Three plan choices allowed for groups with five or more enrolled employees
- Panorex x-rays covered every three years rather than every five years (standard with most other major carriers)
- No frequency limit on root canals
- Implants are a standard coverage
- Robust provider network
- Copay plan has no annual maximum limit

VISION

- Three group vision plans from which to choose:
 1. Premier Plan offers a frame allowance of up to \$150 and copays of only \$10 for both exams and spectacle lenses

NEW MEMBER BENEFITS!



2. Designer Plan offers a frame allowance of up to \$130 and copays of only \$10 for exams and \$25 for spectacle lenses
 3. Fashion Plan offers a frame allowance of up to \$100 and copays of \$10 for exams and \$25 for spectacle lenses
- Contact lenses covered in lieu of eyeglasses with all plans
 - National vision provider network, with providers in all 50 states
 - One year eyeglass breakage warranty
 - Out-of-network benefits
 - Lasik procedure discounts
 - Dependents covered up to age 26

To find out more about the special dental and vision benefits now offered exclusively to Metro Chamber members, visit ChamberIB.com or call 702.586.3889.

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Shavonnah Tièra, Director of VYP & Entrepreneurship -
Las Vegas Metro Chamber of Commerce Foundation

march
events

March 4,
Community
Outreach Meeting

March 10,
Ambassador
Committee Meeting

March 19,
VYP Anniversary
Fusion Mixer

Visit **VegasYP.com**
for more information.



One of the best things about Las Vegas is the desert. Yes, Red Rock is a sight to behold, but I'm talking about the random plots of

desolation scattered along every major and back road in our urban oasis. In my mind, they signal opportunity. Freedom. Take a moment and think: What would you do with the open lot you pass by every day? (Hint: If your idea has nothing to do with your current career path, it may be the perfect time to plan out a change.)

In January, Nevada's Department of Employment, Training and Rehabilitation reported that initial claims for unemployment insurance were down 7.7 percent from the same period just a year ago. Nevadans are getting back to work and firms are hiring. This is the perfect time to decide if your current

career is right for you and connect with the right people to help you advance to the next stage.

While just jumping into another job or project may seem like the best way to keep your New Year's resolutions on track, there are other ways to ensure you are following the best career trajectory for you. Assess:

ARE YOU IN THE CAREER YOU DESERVE?

It's important that before you switch opportunities, you ensure that you won't bring unhealthy habits along for the journey. Take some time to meet with your boss or a trusted advisor that has some insight into your day-to-day job performance and get a comprehensive review. Discover what you can do to enhance your skills and earn that promotion.



Vegas Young Professionals members mixed, mingled and toasted new business relationships at Lily Bar inside the Bellagio.
Photo credit: VegasInc. and Tek Le.

DO YOU KNOW WHAT CAREER YOU WANT?

Experience the role you want before you go out and apply for it. This doesn't only apply in-house when you're looking for a promotion and offering to take tasks off of your supervisor's plate; it also extends to getting out in the community and offering your time to a worthy cause to sharpen or learn new skills.

In addition to learning new skills, working with nonprofit or community agencies helps you understand the business. Whether you're pursuing a revenue-generating position or not, you should understand what keeps your company moving forward financially and product-wise. Once you understand the mechanics and nuances of your industry, you're setting yourself up for a long-lasting career.

HOW DO YOU LAND THE ROLE YOU ARE MADE FOR?

I've had HR leaders tell me they will automatically give an interview to a candidate who is referred via a trusted source. If you've already gone out into the community and offered help, it's a great start to building the relationships to get you in the door for your next opportunity.

Even if you do a good job of leveraging your connections to get in the door, someone will still ask to see your resume. Do everyone a favor and have it proofread. This gives you another opportunity to connect with someone in the profession and get their opinion on your current skills and how they read.

Additionally, take the broader understanding you now have and prepare a proposal for your new role. What skills do you have, what

challenges do you foresee for the company and how can you leverage your skills to implement positive change? Going into a meeting with an understanding of how you will impact the business will not only be a conversation driver in an interview, it will also get you in the mindset of what it will take to be in the role.

This month VYP is focusing on helping our members find the career path they deserve and level up within it. Opportunities to build the environment you want don't just exist in empty lots, they also exist in whichever career and company you choose to bring value to and thrive within. Get out there and flourish.

the final word

FEBRUARY ACCOMPLISHMENTS

L

ast month, the Metro Chamber stressed the importance of Why Now Matters to the future of our economy, community and state and it is a theme we focused efforts on throughout the month. We are committed to giving you the tools you need to be a leader in Southern Nevada. Here is what the Metro Chamber accomplished for you in February:

- Welcomed more than 100 exhibitors and nearly 2,000 attendees to Preview Las Vegas. Participants explored businesses, created connections and got a primer on what to expect in the Southern Nevada business community for 2015 and beyond
- Launched We Care, a partnership with the Clark County School District, which empowers volunteers to help alleviate the teacher shortage in Las Vegas by contacting prospective teachers and attracting them to our community
- Hosted the first Paul Call, a new benefit for President's Club members that keeps businesses in the loop on pressing topics and up-to-date issues coming out of Carson City
- Held Eggs & Issues featuring U.S. Congressman Mark Amodei, where members were given the opportunity to get information about federal legislation impacting their business and participate in a Q & A session
- Introduced the Round Table, a new benefit for President's Club members that gives them an exclusive opportunity to discuss in-depth topics with the featured Eggs & Issues speaker after the program
- Connected members and individuals to healthcare coverage through Chamber Health Options, the Metro Chamber's simple solution to obtaining health insurance and staying compliant with the Affordable Care Act
- Received top honors by the Western Association of Chamber Executives for core competency for the campaign to defeat Question 3, the Margin Tax Initiative, during the 2014 general election, as well as first prize for the *Business Voice* in the Chamber newsletter/magazine category
- Advocated for Metro Chamber members on a variety of issues during the first weeks of the 2015 legislative session in Carson City
- Governor Sandoval signed into law AB 125, a long standing priority for the Metro Chamber, which reforms construction defects and will support economic development efforts.



COMING SOON...
New Metro Chamber
member benefits to
save you money!

- Partnered with the Lincy Institute to host "Investing in Our Children's Future: Adequacy Studies and K-12 Education in Nevada"
- Testified on 21 bills before the Nevada State Legislature

SAVINGS

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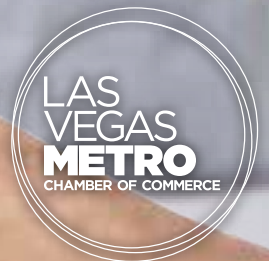
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HIS FIRST
ADDRESS TO
THE BUSINESS
COMMUNITY

TUESDAY, MARCH 31

Four Seasons Hotel Las Vegas
3960 Las Vegas Blvd South

Pre-reception meet & greet for President's Club members
11:30 a.m. – Noon: Check-In & networking
Noon – 1:00 p.m.: Luncheon program

\$50 – Members
\$60 – Non-members
\$500 – Table of ten

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MARCH 2015

NewsFeed

THE STATE OF EDUCATION IN NEVADA

Featuring...

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President of The Education Trust

Pat Skorkowsky,
Superintendent of Clark County
School District

Ruben Murillo, Jr.,
President of Nevada State
Education Association

Allison Serafin,
Vice President of the Nevada State
Board of Education

TUESDAY, MARCH 17
7:30 - 9:00 a.m.
Four Seasons Hotel

REGISTER TODAY!
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or call 702.641.5822

